



Ready to Buy a Business Jet? Learn About Private Jet Brokers!

Private Jet Broker Selection Checklist

1. Industry Reputation and References:

- Inquire about the broker's industry reputation through discreet channels.
- Ask the broker if they can provide contact information for references of aircraft sales.
- Speak to these references to gather insights into their experiences while respecting the confidentiality of transactions.

2. Credentials and Licensing:

- Verify that the broker holds the necessary licenses and certifications to operate legally.
- Ensure they are a member of reputable aviation associations.

3. Experience and Expertise:

- Assess the broker's experience in the aviation industry, specifically in brokering business jets.
- Inquire about their knowledge of various aircraft models and market dynamics.

4. Client Privacy and Ethical Standards:

- [] Discuss the broker's commitment to client privacy and confidentiality.
- [] Ensure they adhere to industry codes of conduct and ethics.

5. Industry Network:

- [] Evaluate the broker's network within the aviation industry.
- [] Determine if they have connections with reputable aircraft manufacturers, operators, and maintenance providers.

6. Understanding of Your Needs:

- [] Gauge the broker's willingness to understand your unique aviation requirements.
- [] Ensure they take the time to listen to your mission profiles, travel frequency, and passenger preferences.

7. Market Knowledge:

- [] Inquire about the broker's access to market data and pricing trends.
- [] Assess their ability to provide insights into the current state of the business jet market.

8. Tailored Recommendations:

- [] Ask for examples of how the broker tailors aircraft recommendations to meet client needs.
- [] Ensure they can provide options that align with your specific criteria.

9. Streamlining the Buying Process:

- [] Discuss how the broker plans to simplify the buying process, including negotiation and paperwork.
- [] Confirm their ability to oversee inspections and due diligence.

10. After-Sales Support:

- Inquire about the broker's post-sale support services.
- Determine their capacity to assist with aircraft management, maintenance, and modifications.

11. Communication and Accessibility:

- Assess the broker's communication style and responsiveness.
 - Ensure they are accessible and available to address your inquiries and concerns.

12. Fee Structure:

- Clarify the broker's fee structure, including any upfront fees and commissions.
- Discuss how their compensation aligns with your budget and expectations.

13. Client-Centric Approach:

- Evaluate the broker's commitment to putting your interests first.
- Ensure they prioritize your satisfaction and long-term relationship over a quick transaction.

14. Contracts and Agreements:

- Review all contracts and agreements carefully.
- Seek legal advice if necessary to ensure transparency and fairness in the terms.

15. References and Research:

- Conduct thorough research beyond what the broker provides.
- Consult industry resources, publications, and associations for additional insights.

16. Instinct and Comfort Level:

- [] Trust your instincts and assess your overall comfort level with the broker.
- [] Choose someone you feel confident will represent your interests effectively.

Remember that selecting the right private jet broker is a crucial step in your journey to private jet ownership. Take your time to thoroughly evaluate candidates, ask questions, and seek recommendations while respecting the confidentiality and privacy concerns of both the broker and aircraft owners.